

WSOC-TV

Agency Name: Chao Strategy Message & Media

Today's date: 10/23/2012

Advertiser Name: Larry Kissell

Invoice Nbr.: _____

☒ Credit

☐ Debit

☐ Refund

☐ Transfer ☐ OSI Contract #
335524

☐ Agency #

☐ Advertiser #

☐ Order Type

Date Aired: _____

Time Aired: _____

A/E Name: Andrea Moore

A/E Number: _____

Ntl. Rep Nbr: _____

Billed at Rate: _____

Corrected Rate: _____

Gross Credit/Debit: \$1,785.00

Net Credit/Debit: \$1,517.25

REASON FOR ADJUSTMENT:

SALES

- ☐ Agency Commission Adj.
- ☐ Sales Ordering Error
- ☐ Makegood Error
- ☐ Rate Adjustment
- ☐ Telerep Ordering Error
- ☐ Telerep Makegood Error
- ☐ Spots Double Ordered

TRAFFIC

- ☐ Product Conflict
- ☐ Poor Rotation
- ☐ Incorrect Media
- ☐ Outside Time Period
- ☐ Order Entry Error

OTHER

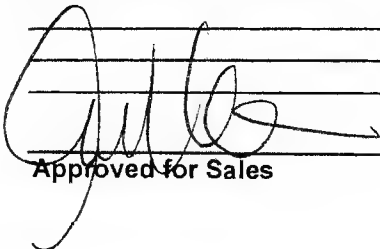
- ☐ Carting Error
- ☐ Technical Difficulty
- ☐ Network Overrun
- ☐ Invoice Billing Error
- ☐ Computer Conv. Error
- ☐ Production Billing Adj.
- ☐ Internet

EXPLANATION:

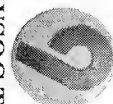
rebate for the week of 10/1 - dollars respent

Fri 10/18 9-10p 1x \$1575

Sun 10/21 4-5p 1x \$210


Approved for Sales

Approved for Accounting



WSOC-TV

WSOC-TV
1901 North Tryon Street
Charlotte, NC 28206-2700

Chao Strategy Message & Media
Attn: Kissell
1322 G Street, SE
Washington, DC 20003

Contract #	335524	Date Entered	10/03/12
Schedule Dates	10/04/12-10/21/12	Last Modified	10/18/12
Advertiser	Larry Kissell for Congress (9216)	Entered By	Jill Hipskind
Agency	Chao Strategy Message & Media (5389)	CO-OP	No
Product	Political - Federal Candidate (1067)	Headline #	06362401
Brand	1701 Congress (138983)	Demo	
Salesperson	Telerep/Philadelphia, Philadelphia (1057)	Order Type	Normal
Sales Office	Telerep/Philadelphia	Package Deal	
Buyer Name	CERTO,MICHELE	Commission %	15.00
Phone/Fax	/	Commission	\$5,787.75
CPE	259/271/1701	Net Total	\$32,797.25
Account Types	National/Political	Sales Tax	
Billing Type	Standard		
Comments	KISSELL FOR CONGRESS ***** THIS IS A CASH IN ADVANCE SCHEDULE *****		

Charlotte (WSOC)	Spots	Rate
By Broadcast Month		
Oct. 2012	35	\$38,585.00
Grand Total:	35	\$38,585.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / Spot	10/05/12-10/05/12	4	:30	11P-11:35P (EST)						1			1	\$1,200.00	\$1,200.00	Charlotte (WSOC)	EYEWIT NWS 11	10/3/12
2.0	Normal Line / Spot	10/05/12-10/05/12	4	:30	11:35P-12A (EST)						1			1	\$700.00	\$700.00	Charlotte (WSOC)	ABC-MITELINE<	10/3/12
3.0	Normal Line / Spot	10/05/12-10/05/12	5	:30	10:58A-12P (EST)						1			1	\$550.00	\$550.00	Charlotte (WSOC)	VIEW-ABC	10/3/12
4.0	Normal Line / Spot	10/05/12-10/05/12	5	:30	4P-5P (EST)						1			1	\$825.00	\$825.00	Charlotte (WSOC)	DR OZ	10/3/12
5.0	Normal Line / Spot	10/05/12-10/05/12	5	:30	6P-6:30P (EST)						1			1	\$1,100.00	\$1,100.00	Charlotte (WSOC)	EYEWIT NWS 6	10/3/12
6.0	Normal Line / Spot	10/05/12-10/05/12	4	:30	6:58P-7:30P (EST)						1			1	\$1,200.00	\$1,200.00	Charlotte (WSOC)	INSIDE EDITION	10/3/12
7.0	Normal Line / Spot	10/05/12-10/05/12	5	:30	7A-8A (EST)						1			1	\$775.00	\$775.00	Charlotte (WSOC)	GD MRN AMR-ABC	10/3/12
8.0	Normal Line / Spot	10/08/12-10/08/12	5	:30	10P-11P (EST)									1	\$4,500.00	\$4,500.00	Charlotte (WSOC)	GLASS HSE-ABC	10/3/12
9.0	Normal Line / Spot	10/08/12-10/08/12	4	:30	11P-11:35P (EST)									1	\$1,200.00	\$1,200.00	Charlotte (WSOC)	EYEWIT NWS 11	10/3/12
10.0	Normal Line / Spot	10/08/12-10/08/12	5	:30	10:58A-12P (EST)									1	\$850.00	\$850.00	Charlotte (WSOC)	VIEW-ABC	10/3/12
11.0	Normal Line / Spot	10/08/12-10/08/12	5	:30	5P-5:30P (EST)									1	\$850.00	\$850.00	Charlotte (WSOC)	EYEWIT NWS 5<	10/3/12
12.0	Normal Line / Spot	10/08/12-10/08/12	5	:30	6A-7A (EST)									1	\$850.00	\$850.00	Charlotte (WSOC)	UPDATED 9/28, EYE NWS DAYBRK	10/3/12
13.0	Normal Line / Spot	10/08/12-10/08/12	4	:30	6:58P-7:30P (EST)									1	\$1,200.00	\$1,200.00	Charlotte (WSOC)	INSIDE EDITION	10/3/12

CONFIRMATION CONTRACT

Accepted Agency/Advertiser:	Date:	Accepted Station:	Date:	Comments:
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WSOC-TV

WSOC-TV
1901 North Tryon Street
Charlotte, NC 28206-2700

Chao Strategy Message & Media
Attn: Kissell
1322 G Street, SE
Washington, DC 20003

Contract #	335524	Schedule Dates	10/04/12-10/21/12	Date Entered	10/03/12
Advertiser	Larry Kissell for Congress (9216)	Agency	Chao Strategy Message & Media (5389)	Last Modified	10/18/12
Product	Political - Federal Candidate (1067)	Brand	1701 Congress (138983)	Entered By	Jill Hipskind
Salesperson	Telerep/Philadelphia, Philadelphia (1057)	Headline #	06362401	CO-OP	No
Sales Office	Telerep/Philadelphia	Demo	Normal	Order Type	Package Deal
Buyer Name	CERTO, MICHELE	Commission %	15.00	Commission	\$5,787.75
Phone/Fax	/	Net Total	\$32,797.25	Sales Tax	
CPE	259/271/1701				
Account Types	National/Political				
Billing Type	Standard				
Comments	KISSELL FOR CONGRESS ***** THIS IS A CASH IN ADVANCE SCHEDULE *****				

Charlotte (WSOC)	Spots	Rate
By Broadcast Month		
Oct. 2012	35	\$38,585.00
Grand Total:	35	\$38,585.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
14.0	Normal Line / Spot	10/08/12-10/08/12	5	:30	BA-9A (EST)		1							1	\$725.00	\$725.00	Charlotte (WSOC)	GD MRN AMR-ABC<	10/3/12
15.0	Normal Line / Spot	10/04/12-10/04/12	4	:30	11P-1135P (EST)				1					1	\$1,200.00	\$1,200.00	Charlotte (WSOC)	EYEWIT NWS 11	10/3/12
16.0	Normal Line / Spot	10/04/12-10/04/12	5	:30	5P-530P (EST)				1					1	\$850.00	\$850.00	Charlotte (WSOC)	EYEWIT NWS 5<	10/3/12
17.0	Normal Line / Spot	10/04/12-10/04/12	5	:30	6P-630P (EST)				1					1	\$1,100.00	\$1,100.00	Charlotte (WSOC)	EYEWIT NWS 6	10/3/12
18.0	Normal Line / Spot	10/04/12-10/04/12	5	:30	6A-7A (EST)				1					1	\$850.00	\$850.00	Charlotte (WSOC)	UPDATED 9/28, EYE NWS DAYBRK	10/3/12
19.0	Normal Line / Spot	10/04/12-10/04/12	5	:30	BA-9A (EST)				1					1	\$725.00	\$725.00	Charlotte (WSOC)	GD MRN AMR-ABC<	10/3/12
20.0	Normal Line / Spot	10/09/12-10/09/12	4	:30	11P-1135P (EST)			1						1	\$1,200.00	\$1,200.00	Charlotte (WSOC)	EYEWIT NWS 11	10/3/12
21.0	Normal Line / Spot	10/09/12-10/09/12	5	:30	5P-530P (EST)			1						1	\$850.00	\$850.00	Charlotte (WSOC)	EYEWIT NWS 5<	10/3/12
22.0	Normal Line / Spot	10/09/12-10/09/12	5	:30	6P-630P (EST)			1						1	\$1,100.00	\$1,100.00	Charlotte (WSOC)	EYEWIT NWS 6	10/3/12
23.0	Normal Line / Spot	10/09/12-10/09/12	5	:30	7A-8A (EST)			1						1	\$775.00	\$775.00	Charlotte (WSOC)	GD MRN AMR-ABC	10/3/12
24.0	Normal Line / Spot	10/09/12-10/09/12	5	:30	BA-9A (EST)			1						1	\$725.00	\$725.00	Charlotte (WSOC)	GD MRN AMR-ABC<	10/3/12
25.0	Normal Line / Spot	10/10/12-10/10/12	4	:30	11P-1135P (EST)				1					1	\$1,200.00	\$1,200.00	Charlotte (WSOC)	EYEWIT NWS 11	10/3/12
26.0	Normal Line / Spot	10/10/12-10/10/12	4	:30	1135P-12A (EST)				1					1	\$700.00	\$700.00	Charlotte (WSOC)	ABC-NITELINE<	10/3/12

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28.0	Normal Line / Spot	10/10/12-10/10/12	5	:30	4P- 5P (EST)				1					1	\$825.00	\$825.00	Charlotte (WSOC)	DR. OZ	10/3/12
29.0	Normal Line / Spot	10/10/12-10/10/12	5	:30	6P- 6:30P (EST)				1					1	\$1,100.00	\$1,100.00	Charlotte (WSOC)	EYEWIT NWS 6	10/3/12
30.0	Normal Line / Spot	10/10/12-10/10/12	5	:30	6A- 7A (EST)				1					1	\$850.00	\$850.00	Charlotte (WSOC)	UPDATED 9/28, EYE NWS DAYBRK	10/3/12
31.0	Normal Line / Spot	10/10/12-10/10/12	4	:30	6:58P- 7:30P (EST)				1					1	\$1,200.00	\$1,200.00	Charlotte (WSOC)	INSIDE EDITION	10/3/12
32.0	Normal Line / Spot	10/10/12-10/10/12	5	:30	7A- 8A (EST)				1					1	\$775.00	\$775.00	Charlotte (WSOC)	GD MRN AMR-ABC	10/3/12
33.0	Normal Line / Spot	10/10/12-10/10/12	5	:30	8P- 8:30P (EST)				1					1	\$4,000.00	\$4,000.00	Charlotte (WSOC)	AVG. ALL WKS	10/3/12
34.0	Normal Line / Spot	10/19/12-10/19/12	5	:30	9P- 10P (EST)							X		1	\$1,575.00	\$1,575.00	Charlotte (WSOC)		10/18/12
35.0	Normal Line / Spot	10/21/12-10/21/12	5	:30	4P- 5P (EST)		1						X	1	\$210.00	\$210.00	Charlotte (WSOC)		10/18/12

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